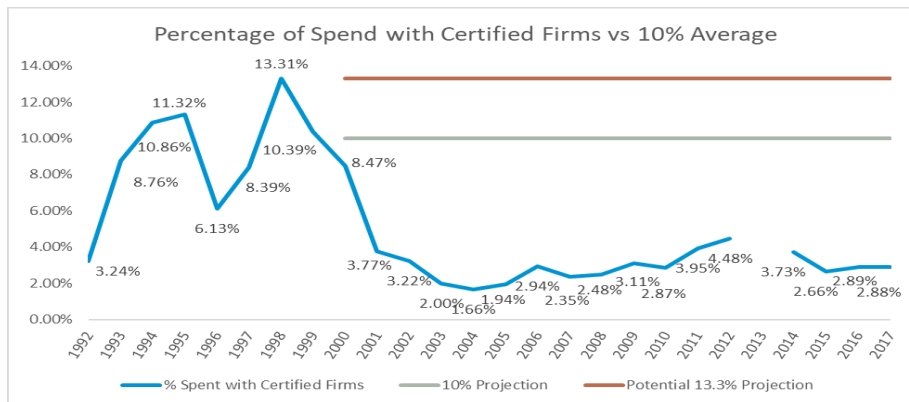


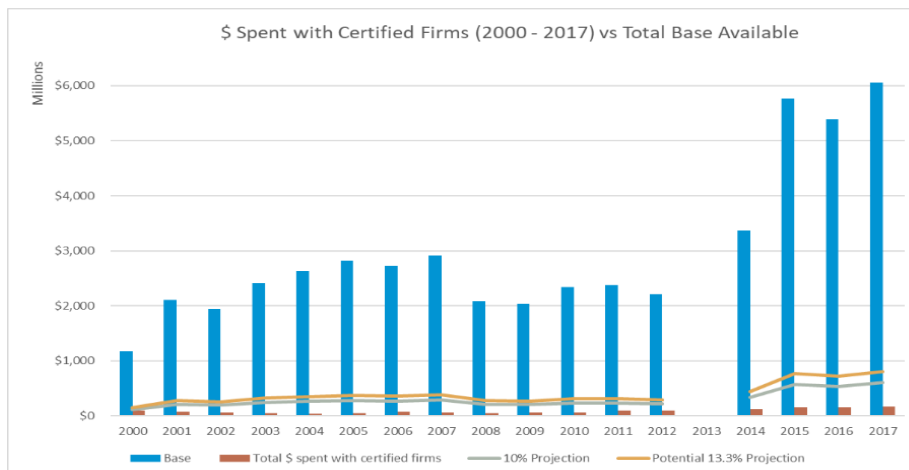
Summary

- From 1994 – 1998 Washington state agencies spent, on average, **10%** of their annual eligible goods, services, and contracts with certified minority and women owned small businesses.
- From 2000 to 2017, the annual percentage fell, ranging from a high of **8.47%** to a low of **1.66%**. In that same time, the annual eligible base has grown from **\$1.2 billion** to **\$6 billion**.
- If the annual percentage had **continued to average 10%**, small minority and women owned businesses **would have made \$3.5 billion dollars more¹**.

2000 – 2017 Percentage of State Dollars Spent with OMWBE Certified Firms

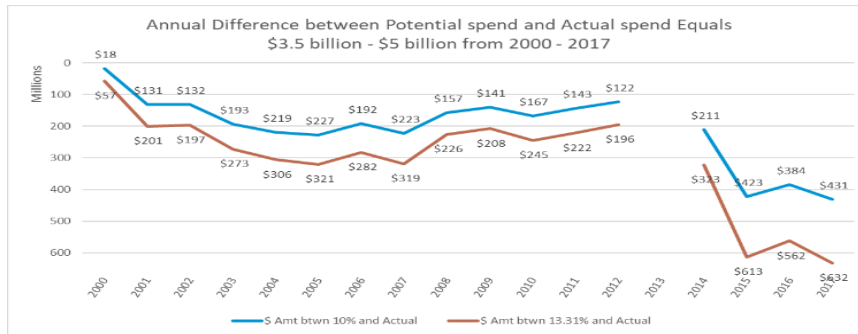


Annual Spend with Certified Firms 2000 – 2017 compared to Total Base Available



¹ In 1998, the annual percentage was 13.31%. If the annual percentage had **continued to be 13.13%** small minority and women owned businesses **would have made \$5 billion dollars more**. This data is collected and compiled by the Washington State Office of Minority and Women's Business Enterprise.

Annual Difference in Revenue



Data Table for Reference

Fiscal Year	State Agency and Educational Institution Dollars Spent with Certified Firms									# of Certified Firms doing Business with Agencies and Colleges	Total # of Certified Firms
	Base ^[1]	\$ spent with minority-owned businesses	\$ spent with woman-owned businesses	Total \$ spent with certified firms	Percentage	Difference below 5 yr avg %	Original Base x 10%	\$ Dif btwn 10% and Annual Percentage	\$ Dif btwn 13.31% and Annual Percentage		
1992	\$ 882,330,280	\$ 16,719,587	\$ 11,844,627	\$ 28,564,214	3.24%						
1993	\$ 1,787,974,916	\$ 85,731,905	\$ 70,871,977	\$ 156,603,882	8.76%						
1994	\$ 1,763,105,570	\$ 104,342,576	\$ 87,166,309	\$ 191,508,885	10.86%						4,641
1995	\$ 1,815,595,412	\$ 108,294,023	\$ 97,220,325	\$ 205,514,348	11.32%					1,039	3,977
1996	\$ 2,328,920,623	\$ 70,660,515	\$ 72,154,523	\$ 142,815,038	6.13%					980	4,650
1997	\$ 2,023,410,897	\$ 84,974,912	\$ 84,771,957	\$ 169,746,869	8.39%					1,043	4,938
1998	\$ 1,710,234,427	\$ 122,849,917	\$ 104,835,049	\$ 227,684,966	13.31%					1,121	4,917
1999	\$ 1,188,596,139	\$ 58,227,322	\$ 65,310,972	\$ 123,538,294	10.39%	0.00%	I-200 Effective Dec 1998			1,923	3,213
2000	\$ 1,177,393,600	\$ 50,233,976	\$ 49,521,610	\$ 99,755,586	8.47%	1.53%	\$ 117,769,496	\$ 18,013,910	\$ 56,955,502	505	3,187
2001	\$ 2,105,465,856	\$ 37,126,354	\$ 42,319,640	\$ 79,445,994	3.77%	6.23%	\$ 210,600,476	\$ 131,154,482	\$ 200,791,511	474	2,828
2002	\$ 1,949,464,683	\$ 29,572,820	\$ 33,118,896	\$ 62,691,716	3.22%	6.78%	\$ 194,996,366	\$ 132,304,650	\$ 196,782,033	472	2,184
2003	\$ 2,411,656,303	\$ 20,177,924	\$ 27,979,061	\$ 48,156,985	2.00%	8.00%	\$ 241,227,358	\$ 193,070,373	\$ 272,834,469	330	2,525
2004	\$ 2,628,141,272	\$ 18,571,986	\$ 25,047,388	\$ 43,619,374	1.66%	8.34%	\$ 262,881,396	\$ 219,262,022	\$ 306,186,229	378	2,541
2005	\$ 2,819,972,125	\$ 21,556,777	\$ 33,012,660	\$ 54,569,437	1.94%	8.06%	\$ 282,069,392	\$ 227,499,955	\$ 320,768,853	421	2,449
2006	\$ 2,724,256,802	\$ 32,459,989	\$ 47,765,077	\$ 80,225,066	2.94%	7.06%	\$ 272,495,409	\$ 192,270,343	\$ 282,373,514	378	2,487
2007	\$ 2,913,014,217	\$ 22,994,328	\$ 45,587,717	\$ 68,582,045	2.35%	7.65%	\$ 291,375,982	\$ 222,793,937	\$ 319,140,147	453	2,462
2008	\$ 2,089,544,098	\$ 26,697,254	\$ 25,167,703	\$ 51,864,957	2.48%	7.52%	\$ 209,007,893	\$ 157,142,936	\$ 226,253,362	460	2,467
2009	\$ 2,039,715,870	\$ 44,037,684	\$ 19,485,502	\$ 63,523,186	3.11%	6.89%	\$ 204,023,795	\$ 140,500,609	\$ 207,962,996	474	2,649
2010	\$ 2,346,280,437	\$ 44,486,621	\$ 22,748,661	\$ 67,235,282	2.87%	7.13%	\$ 234,688,098	\$ 167,452,816	\$ 245,054,644	545	2,988
2011	\$ 2,371,284,584	\$ 41,539,287	\$ 52,173,632	\$ 93,712,919	3.95%	6.05%	\$ 237,189,153	\$ 143,476,234	\$ 221,905,059	627	2,218
2012 ^[2]	\$ 2,217,744,894	\$ 39,308,715	\$ 35,406,506	\$ 99,371,244	4.48%	5.52%	\$ 221,831,254	\$ 122,460,010	\$ 195,810,601		2,935
2013 (data not available)									\$ -		2,489
2014 ^[3]	\$ 3,366,884,839	\$ 21,275,589	\$ 13,121,402	\$ 125,506,076	3.73%	6.27%	\$ 336,774,662	\$ 211,268,586	\$ 322,626,296	231	2,199
2015	\$ 5,759,818,300	\$ 96,496,715	\$ 56,802,959	\$ 153,299,675	2.66%	7.34%	\$ 576,129,256	\$ 422,829,581	\$ 613,332,141	356	2,285
2016	\$ 5,394,008,739	\$ 89,151,837	\$ 66,488,627	\$ 155,640,465	2.89%	7.11%	\$ 539,538,937	\$ 383,898,472	\$ 562,302,098	525	2,394
2017	\$ 6,058,228,395	\$ 95,911,793	\$ 78,685,377	\$ 174,597,170	2.88%	7.12%	\$ 605,977,904	\$ 431,380,734	\$ 631,753,029	534	2,688
Total Difference in Amounts 2000 - 2017								\$ 3,516,779,652	\$ 5,182,832,488		

Additional Background for Reference

- I-200 was effective December 1998, half way through state fiscal year 1998.
- The annual eligible base has grown from **\$882 million in 1992** to over **\$6 billion in 2017**.
- State certified firms run on a three-year cycle. Firms certified in 1998 before I-200 would have been up for renewal in 2001.
- In **1998, there were 4,917** certified firms. In **1999, there were 3,213** certified firms. Today there are approximately 2,700 certified firms.
- In 1999, agencies and colleges did business with **1,923 certified firms**. The next year, agencies and colleges did business with **505 certified firms**. In 2017, agencies and colleges did business with **534 certified firms**.